

The 20 Leadership Controls for AI-Enabled ERP, CRM, & Analytics Transformation Success

Powered by the Sponsor-Side Operating System™.



Why Sponsor Controls Matter

Transformations don't fail from lack of effort — they fail from lack of structure.

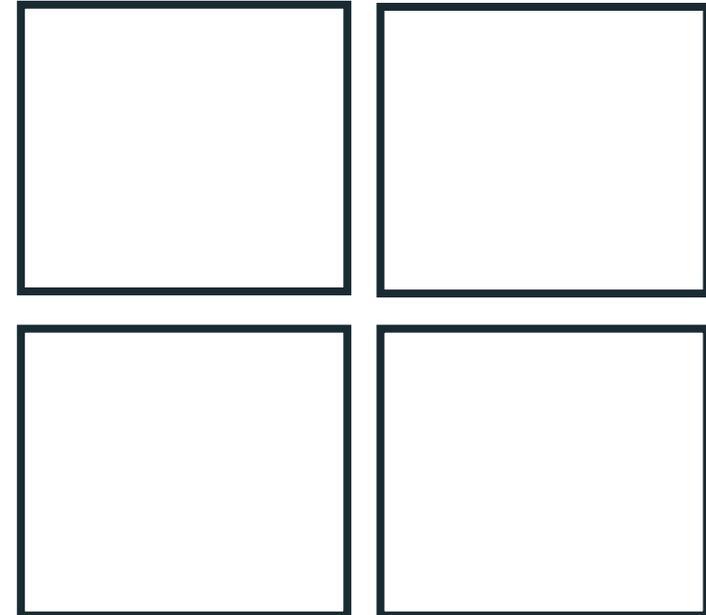
- Controls protect capital
- Controls stabilize decisions
- Controls prevent drift
- Controls create predictable outcomes



The Four Categories of Sponsor Controls

A complete system for Sponsor-side leadership.

- Clarity Controls
- Decision Controls
- Readiness Controls
- Value Controls



Clarity Controls (1–5)

Define intent before evaluating options

1. Strategy Before Selection
2. Current State Baseline
3. Solution Vision + SMART KPIs
4. Waypoints™
5. Scripted Demos



Decision Controls (6–10)

Structure decisions to neutralize bias and prevent drift.

6. Proposal Validation
7. Sponsor-Owned Requirements
8. Data Readiness & Literacy
9. Requirement Acceptance Criteria
10. Project Plan & Estimating Model Review



Readiness Controls (11–15)

Ensure the organization is prepared before advancing.

- 11. Data & AI Integrity Validation
- 12. Non-Delegable Decision Rights
- 13. Stakeholder Impact Assessment
- 14. Chart of Accounts (90% Defined)
- 15. Test Plans for Enhancements & Integrations



Value Controls (16–20)

Protect capital and enforce evidence-based progress.

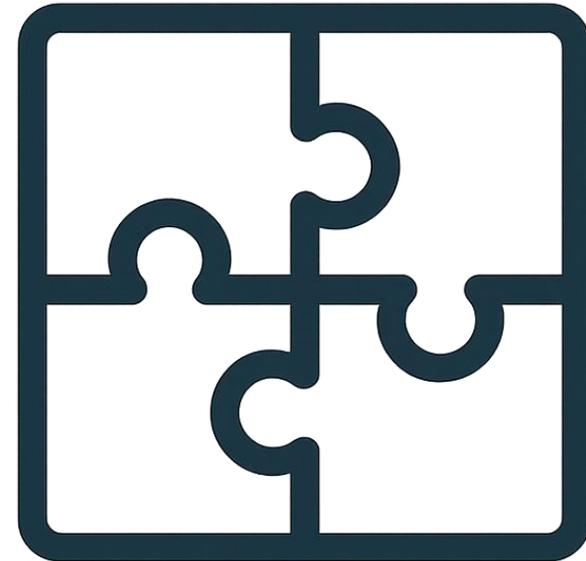
- 16. Governance Cadence & Leadership Timing
- 17. Weighted Scoring (Five Conditions of Success)
- 18. Delegation Boundaries
- 19. Governance Decision Windows
- 20. Contract Exhibits Aligned to Evidence



How the Controls Work Together

A single, integrated system for Sponsor-side leadership.

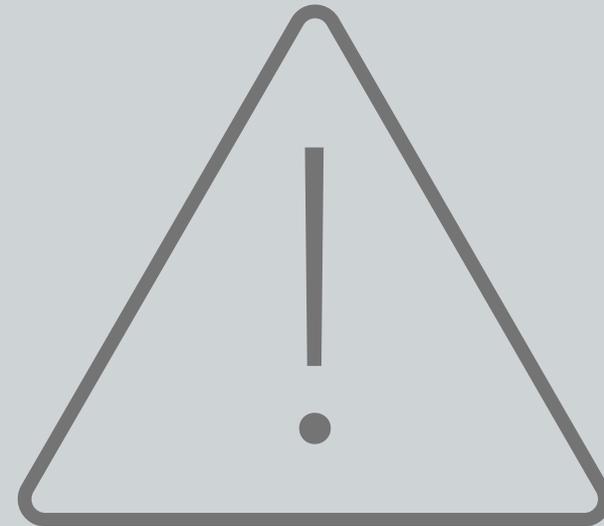
- Clarity → prevents drift
- Decision → prevents bias
- Readiness → prevents rework
- Value → protects capital



When Controls Are Missing

Effort increases. Outcomes degrade.

- Vendor-shaped narratives
- Scope creep
- Cost escalation
- Redesign cycles
- Reactive decisioning

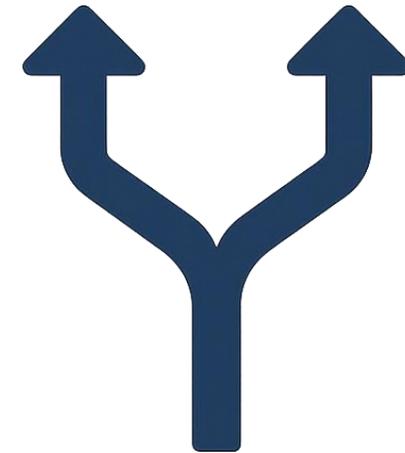


How Alentra Delivers the Controls

Two delivery experiences. One operating system.

- **Digital Consulting System (DCS):** AI-system-guided, internal-team-driven
- **Signature Live Advisory:** Hands-on, Senior-led, high-assurance leadership

Both powered by the Sponsor-Side Operating System™



Lead With Structure. Lead With Confidence.

The 20 Controls are the foundation of Sponsor-side leadership in **AI-enabled ERP, CRM, & Analytics transformations.**

- Download the full Top 20 Sponsor Controls Guide
- Explore Strategy, Selection, or Implementation Assurance
- Access the SSOS through DCS or Signature Live Advisory

Tim Hourigan

Founder & Chief Sponsor-Side Advisor, Alentra Advisory

 tim@alentraadvisory.com

 www.alentraadvisory.com

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